

UNITED STATES DEPARTMENT OF JUSTICE  
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT  
Under the Foreign Agents Registration Act  
of 1938, as amended

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant  
SONTHEIMER AND COMPANY, INC.  
4 West 58th Street  
New York, New York

Name of Foreign Principal  
INDONESIAN NATIONAL TOURIST  
ORGANIZATION

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Not applicable.

TERMINATED

SEE supplement 3/24/69

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Registrant is engaged as public relations counsel in the United States for the purpose of promoting tourism in Indonesia.

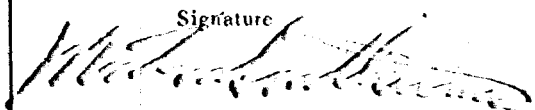
6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1/</sup> Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B  
June 26, 1968

Name and Title  
MORTON SONTHEIMER  
President

Signature



<sup>1/</sup> Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

*Southeimer and Company, Inc.*  
*Four West 58th Street, New York, N.Y. 10019*

General Ibnu Sutowo  
 Permana  
 No. 3 Medan Merdeka Barat  
 Djakarta, INDONESIA

Dear General Ibnu,

This letter confirms the oral agreement reached by you, General Subroto and our executive, Mrs. Louise Steinman Ansberry, regarding the tourist promotion program in the United States and Canada for the Indonesian National Tourist Organization by Southeimer and Company, Inc. The program will continue from October 15, 1968 to December 31, 1969 at the cost of \$87,250 for fourteen and one-half months. The last two and one-half months' cost is \$10,000 in staffing, overhead and fee plus \$2,250 in out-of-pocket expenses, pre-rated on the '68-'69 annual budget, to fill out the Indonesian fiscal year.

The services to be rendered by us shall be rendered in the United States and shall include:

1. Developing publicity in travel trade magazines, general circulation magazines and newspapers to promote tourism to Indonesia.
2. Encouraging and assisting travel writers and persons of public relations value to visit Indonesia and publicize it.

3. Sending mailings to travel agents.
4. Continuing to build a photographic collection for use by the press and various public relations outlets.
5. Establishing close liaison with airlines serving Indonesia and Intercontinental Hotels to develop tie-in promotions.
6. Making at least three trips to Indonesia by us, possibly more if free transportation and expenses are arranged.
7. Preparing and printing, at a cost to us of not more than \$2,500 a travel agent information booklet on Indonesia. This brochure is for distribution internally and for travel agents and others in the United States and Canada.
8. Counseling with the Indonesian tourist officials and other government officials, both in Djakarta and in the United States, on questions pertaining to tourism.
9. Working with officials of the Indonesia Festival of Arts to be held in New York in 1970 to develop publicity for the festival.
10. Completing assistance to the Djakarta museum in arranging research and pictures for a pamphlet about the museum as well as editing and layout.

We will plan to continue the program from December 31, 1969 to December 31, 1970 unless notification to the contrary in writing is received by either party ninety days before December 31, 1970. Thereafter it will continue from year to year unless ninety days' notice of change or cancellation is given in writing by either party.

We will submit reports at least monthly on our activities in behalf of Indonesia, as well as copies of all press clippings. Additionally, we will send monthly statements of expenses.

The \$87,250 covers staff time, overhead and fee and expenses not in the excess of \$29,250. It does not include expenses for travel in excess of three trips per year to Indonesia, printing other than travel brochure above-mentioned, advertising, motion pictures or projects of an unanticipated or costly nature.

The entire \$87,250 shall be deposited in a New York Bank on or before the commencement date of this Agreement, October 15, 1968, to be used solely for Sontheimer and Company, Inc. The above mentioned bank shall make payments as instructed to the Chase Manhattan Bank at 58th Street and Seventh Avenue under the account of Sontheimer & Co., Inc. as follows: October 15, 1968 deposit \$25,000; January 15, 1969 deposit \$25,000; May 15, 1969 deposit \$25,000; September 15, 1969 deposit \$12,250.

No waiver in any one or more instances by either of the parties or any breach by the other party of any terms or provisions contained in this agreement shall be considered a waiver of any succeeding or preceding breach.

All notices to be made hereunder to the Client shall be made to and in the name of **INDONESIAN NATIONAL TOURIST ORGANIZATION**, Djalan Diponegoro 25, Djakarta, Indonesia and **PERMINA**, Medan Merdeka Barat 3, Djakarta, Indonesia. Any notices required to be sent to the Company hereunder shall be made to **SONTHEIMER AND COMPANY, INC.**, at 4 West 58th Street, New York, New York 10019.

This agreement is complete and embraces the entire understanding between parties; all prior agreements between the parties, oral or in writing, have been merged herein. This agreement is made in the State of New York and shall be construed in accordance with the laws of New York applicable to agreements wholly to be performed therein. All payments provided herein are to be made in United States Dollars.

Sincerely,

  
Morton Sontheimer  
President

The terms as stated in this letter encompass my understanding of the oral agreement.

SONTHEIMER AND COMPANY, INC.

*Louise Steinman Ansberry*

Mrs. Louise Steinman Ansberry

Agreed to and confirmed by  
On behalf of the Indonesian National Tourist Organization  
for General Subroto Kusumardjo

\_\_\_\_\_  
General Ibnu Sutowo

On behalf of PERMINA

*[Signature]*  
\_\_\_\_\_  
General Ibnu Sutowo

Date

*May 3, 1968*